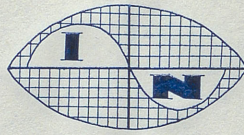


FANNOX



Dak B'cast orders

Rule on B'cast order return by 5 stations
PER

802.00

Reevaluation

Vbk, Del

Meeting

Comparison w/ last year 14,000 vs. 11-12,000

Eco. Statement?

New Sales -

App forms - need many

Separate from Dgg - Directly w/ stations?

Sushi agreement - will Enforce

Penalties

~~10th~~ 10th week 10 day grace -
550 week for 5 weeks
Then

Crush you
New rep. come sent (on April 14)
I am efficient unlike Jeff

Me
Efficient unlike Harris
Affs - my proc,
Prompt Payment
No fooling
No deals - no handy-gaby
Letters to adv.

Suit

8-12% of station, 8-12% of billings

